

Job title: Senior Manager, European Fundraising
Reports to: Chief of Staff (with dotted line to VP, Europe)
Based in: Remote (ideally based in XX)

To apply, please send your resume and cover letter to careers@tent.org. If your background aligns with our needs, a member of our team will contact you to schedule a discussion.

About the Tent Partnership for Refugees:

With more and more refugees displaced for longer periods of time, businesses have a critical role to play in helping refugees integrate economically in their new communities. Tent was launched in 2016 by Hamdi Ulukaya, the CEO and founder of Chobani – a multibillion dollar food company in the U.S. – to mobilize global businesses to fill this gap by helping connect refugees to work. Today, Tent is a network of over 400 major companies committed to hiring, training, and mentoring refugees. Find out more at www.tent.org.

About the role:

The Senior Manager, European Fundraising will support Tent's fundraising efforts across Europe, working closely with the VP Europe and country directors in key markets to develop tailored fundraising strategies. While country directors and/or the VP Europe will typically serve as the primary relationship holders with corporate donors, this role will provide essential strategic and operational support to ensure fundraising success across the region. The Senior Manager will help develop region- and market-specific fundraising approaches, create fundraising materials, track donor outreach and engagement, and ensure coordination with Tent's broader fundraising strategy.

The ideal candidate is an experienced fundraiser with a deep understanding of corporate giving in Europe. They should be highly organized, proactive, and able to support multiple country teams in executing successful fundraising initiatives. This role requires someone passionate about mobilizing private sector resources to advance social impact and who can effectively support fundraising efforts across diverse markets.

Key responsibilities:

- Support the VP, Europe and country directors in fundraising efforts across Tent's European markets, including France, Germany, the Netherlands, Poland, Spain, Sweden, and the UK.
- Work with each country director to develop market-specific fundraising strategies, recognizing that approaches will vary by context.
- Provide strategic guidance to country teams on donor cultivation, proposal development, and fundraising best practices.
- Develop high-quality fundraising materials, including pitch decks, grant proposals, donor reports, and case studies that align with Tent's mission and impact.

- Track fundraising activities and donor relationships.
- Help define region- and country- specific fundraising targets based on market context and opportunities.
- Implement and maintain donor tracking and reporting systems to support regional fundraising efforts.
- Collaborate with the CEO, VP for Europe, and Chief of Staff to ensure strategic alignment and high-level engagement with key donors.

Essential skills/experience:

- Proven experience (10+ years) in fundraising, donor relations, or grant management, with a strong understanding of corporate partnerships and philanthropy in Europe.
- Full fluency in English; ability to work in another European language (e.g. German, French or Spanish) is required.
- Proficiency in Microsoft Office, Google Suite, and donor management software.
- Strong organizational and project management skills, with the ability to support multiple country teams.
- Excellent written and verbal communication skills, with experience crafting compelling donor proposals and reports.
- Proven experience of working effectively across different cultures and business environments.
- A proactive and collaborative approach, with a strong ability to support and empower country teams.
- Experience working in an international nonprofit, corporate foundation, or private operating foundation.

Desired skills/experience:

- Knowledge of refugee issues, economic integration programs, or corporate social responsibility.
- Experience working with government grants, trusts, or philanthropic foundations.

Desired qualities:

- A highly organized and detail-oriented approach to work
- Strong strategic thinking and problem-solving abilities
- Comfort in a fast-paced role with a relatively small, ambitious, and growing organization (with the opportunities and challenges that come with that)
- A proactive and adaptable mindset, with a willingness to take on evolving responsibilities
- A direct and open style of communication

Tent is an equal opportunity employer. Tent will not discriminate against any applicant for employment on any basis including, but not limited to: race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability,



veteran status, marital status, predisposing genetic characteristics and genetic information, or any other classification protected by federal, state and local laws. We are dedicated to ensuring that individuals with disabilities are provided reasonable accommodation to participate in the job application or interview process, to perform essential job functions, and to receive other benefits and privileges of employment. Please contact us to request accommodation.